

**AN IMPROVED METHOD FOR NEGOTIATIONS  
USING A GLOBAL PRICING SYSTEM**

**ABSTRACT**

A method for improving negotiations using a global pricing system includes retrieving customer information from a database and retrieving negotiation information from a database. The customer information and negotiation information are stored on a mobile device. The information is used to generate a negotiation range, and negotiations are conducted using the negotiation range and the information on the mobile device. Results of the negotiation are stored on the mobile device to be transmitted to a database. If a pricing decision has to be made based on the negotiation results, a case document is built based on customer information and account sales information. The case document is then provided to a case analyzer, along with internal information. The case analyzer is then used to generate a case summary document. The case summary document is used to make a pricing decision, and a database is adjusted to reflect the decision.